



UNITED STATES  
INTERNATIONAL TRADE  
COMMISSION

Office of Investigations  
500 E Street, SW  
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Washington, DC 20436

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**A complete response must be  
received at the U.S. International  
Trade Commission no later than  
>> March 16, 2004 <<**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning magnesium from China and Russia (invs. Nos. 731-TA-1071-1072 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

**Your response to this report is  
mandatory and failure to reply  
as directed can result in a  
subpoena or other order to  
compel the submission of  
records or information in your  
possession (19 U.S.C. § 1333(a)).**

OMB No. 3117-0016  
USITC No. 04-2-2171;  
Expiration Date: 6/30/2005  
*No response is required if currently valid  
OMB control number is not displayed.*

Tracking No.

**REVISED U.S. IMPORTERS' QUESTIONNAIRE  
MAGNESIUM FROM CHINA AND RUSSIA**

*Please complete the following information:*

|                         |              |            |
|-------------------------|--------------|------------|
| <i>Name of firm</i>     |              |            |
| <i>Street Address</i>   |              |            |
| <i>City</i>             | <i>State</i> | <i>Zip</i> |
| <i>Internet address</i> |              |            |

**Has your firm imported MAGNESIUM (as defined in the instruction booklet) from any country at any time since January 1, 2000?**

- ☐ **Yes** *If yes, then read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission.*
- ☐ **No** *If no, then sign the certification below and promptly return only this page of the questionnaire to the Commission.*

**CERTIFICATION**

**I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.**

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

\_\_\_\_\_  
*Name of Authorized Official*

\_\_\_\_\_  
*Signature of Authorized Official*

\_\_\_\_\_  
*Title of Authorized Official*

\_\_\_\_\_  
*Date signed*

\_\_\_\_\_  
*Phone number*

\_\_\_\_\_  
*Fax number*

*For official use only.*

|                      |                  |                    |                         |
|----------------------|------------------|--------------------|-------------------------|
|                      |                  |                    |                         |
| <i>Date received</i> | <i>Posted by</i> | <i>Reviewed by</i> | <i>APO Document No.</i> |

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ Hours \_\_\_\_\_ dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No

☐ Yes-List the following information.

| Firm name | Address | Extent of ownership |
|-----------|---------|---------------------|
|           |         |                     |
|           |         |                     |
|           |         |                     |

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing magnesium from China or Russia into the United States or which are engaged in exporting magnesium from China or Russia to the United States?

☐ No

☐ Yes-List the following information.

| Firm name | Address | Affiliation |
|-----------|---------|-------------|
|           |         |             |
|           |         |             |
|           |         |             |

**PART I.--GENERAL QUESTIONS--Continued**

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of magnesium?

☐ No ☐ Yes-List the following information.

| Firm name | Address | Affiliation |
|-----------|---------|-------------|
|           |         |             |
|           |         |             |
|           |         |             |

- I-6. Please indicate the nature of your firm's importing operations on magnesium. More than one answer may be applicable.

☐ Importer of record ☐ Takes title to the imported product(s)  
☐ Consignee of the imported product(s) ☐ Customs broker or freight forwarder

- I-7. If your firm is an importer of record of magnesium but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

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- I-8. Please indicate whether your firm enters magnesium into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes  
Bonded warehouses ☐ No ☐ Yes

- I-9. Please indicate whether your firm imports magnesium under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

- I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes-Please specify: \_\_\_\_\_

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**PART II--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from **Fred Fischer** (202-205-3179 or fred.fischer@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

|                       |                                 |
|-----------------------|---------------------------------|
| _____                 | _____                           |
| <i>Name</i>           | <i>Title</i>                    |
| _____                 | _____                           |
| <i>Phone number</i>   | <i>Fax number</i>               |
| _____                 | _____                           |
| <i>E-mail address</i> | <i>Best hours to be reached</i> |

II-2. Identify the products that your firm imports:

**CHINA:**

Primary ingot magnesium:

Ultra-pure \_\_\_\_\_ Pure \_\_\_\_\_ Alloy \_\_\_\_\_ Other (specify): \_\_\_\_\_

Primary granular magnesium:

Ultra-pure \_\_\_\_\_ Pure \_\_\_\_\_ Alloy \_\_\_\_\_ Other (specify): \_\_\_\_\_

Secondary ingot magnesium:

Ultra-pure \_\_\_\_\_ Pure \_\_\_\_\_ Alloy \_\_\_\_\_ Other (specify): \_\_\_\_\_

Secondary granular magnesium:

Ultra-pure \_\_\_\_\_ Pure \_\_\_\_\_ Alloy \_\_\_\_\_ Other (specify): \_\_\_\_\_

**RUSSIA:**

Primary ingot magnesium:

Ultra-pure \_\_\_\_\_ Pure \_\_\_\_\_ Alloy \_\_\_\_\_ Other (specify): \_\_\_\_\_

Primary granular magnesium:

Ultra-pure \_\_\_\_\_ Pure \_\_\_\_\_ Alloy \_\_\_\_\_ Other (specify): \_\_\_\_\_

Secondary ingot magnesium:

Ultra-pure \_\_\_\_\_ Pure \_\_\_\_\_ Alloy \_\_\_\_\_ Other (specify): \_\_\_\_\_

Secondary granular magnesium:

Ultra-pure \_\_\_\_\_ Pure \_\_\_\_\_ Alloy \_\_\_\_\_ Other (specify): \_\_\_\_\_

**ALL OTHER SOURCES:**

Primary ingot magnesium:

Ultra-pure \_\_\_\_\_ Pure \_\_\_\_\_ Alloy \_\_\_\_\_ Other (specify): \_\_\_\_\_

Primary granular magnesium:

Ultra-pure \_\_\_\_\_ Pure \_\_\_\_\_ Alloy \_\_\_\_\_ Other (specify): \_\_\_\_\_

Secondary ingot magnesium:

Ultra-pure \_\_\_\_\_ Pure \_\_\_\_\_ Alloy \_\_\_\_\_ Other (specify): \_\_\_\_\_

Secondary granular magnesium:

Ultra-pure \_\_\_\_\_ Pure \_\_\_\_\_ Alloy \_\_\_\_\_ Other (specify): \_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-3. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of magnesium since January 1, 2000?

☐

No

☐

Yes-Supply details as to the time, nature, and significance of such changes.

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- II-4. Has your firm imported or arranged for the importation of magnesium from China or Russia for delivery after December 31, 2003?

☐

No

☐

Yes-Indicate when such orders are to be delivered and quantities involved.

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- II-5. If your firm also produces magnesium in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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**PART II--TRADE AND RELATED INFORMATION--Continued**

- II-6. **PURE MAGNESIUM IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of **pure magnesium** imported by your firm during the specified periods. (See definitions in the instruction booklet.) Report separately for each country listed on page 1 of the questionnaire and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

☐

China

☐

Russia

☐All other sources combined<sup>1</sup>

| (Quantity in metric tons, value in \$1,000)   |               |      |      |      |
|---|---------------|------|------|------|
| Item  | Calendar year |      |      |      |
|   | 2000          | 2001 | 2002 | 2003 |
| <b>Beginning-of-period inventories</b> (quantity)   |               |      |      |      |
| <b>Imports:</b> <sup>2</sup>  |               |      |      |      |
| Quantity of imports   |               |      |      |      |
| Value of imports  |               |      |      |      |
| <b>U.S. shipments:</b>  |               |      |      |      |
| <b>Commercial shipments:</b>  |               |      |      |      |
| Quantity of commercial shipments  |               |      |      |      |
| Value of commercial shipments   |               |      |      |      |
| <b>Internal consumption/company transfers:</b>  |               |      |      |      |
| Quantity of internal consumption/transfers  |               |      |      |      |
| Value <sup>3</sup> of internal consumption/transfers  |               |      |      |      |
| <b>Exports shipments:</b> <sup>4</sup>  |               |      |      |      |
| Quantity of export shipments  |               |      |      |      |
| Value of export shipments   |               |      |      |      |
| <b>End-of-period inventories</b> <sup>5</sup> (quantity)  |               |      |      |      |
| <b>U.S. shipments to distributors</b> (quantity)  |               |      |      |      |
| <b>U.S. shipments to end users</b> (quantity)   |               |      |      |      |
| <sup>1</sup> Please identify sources:<br><hr/> <hr/>  |               |      |      |      |
| <sup>2</sup> Identify the foreign producers, if known:<br><hr/>   |               |      |      |      |
| <sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:<br><hr/>               |               |      |      |      |
| <sup>4</sup> Identify your principal export markets:<br><hr/>   |               |      |      |      |
| <sup>5</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?<br><input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ |               |      |      |      |

**PART II--TRADE AND RELATED INFORMATION--Continued**

- II-7. **ALLOY MAGNESIUM (MEETING ASTM SPECIFICATIONS FOR ALLOY MAGNESIUM)**-- Report your firm's imports and your firm's shipments and inventories of **alloy magnesium** imported by your firm during the specified periods. (See definitions in the instruction booklet.) Report separately for each country listed on page 1 of the questionnaire and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

☐

China

☐

Russia

☐All other sources combined<sup>1</sup>

| (Quantity in metric tons, value in \$1,000)   |               |      |      |      |
|---|---------------|------|------|------|
| Item  | Calendar year |      |      |      |
|   | 2000          | 2001 | 2002 | 2003 |
| <b>Beginning-of-period inventories (quantity)</b>   |               |      |      |      |
| <b>Imports:<sup>2</sup></b>   |               |      |      |      |
| Quantity of imports   |               |      |      |      |
| Value of imports  |               |      |      |      |
| <b>U.S. shipments:</b>  |               |      |      |      |
| <b>Commercial shipments:</b>  |               |      |      |      |
| Quantity of commercial shipments  |               |      |      |      |
| Value of commercial shipments   |               |      |      |      |
| <b>Internal consumption/company transfers:</b>  |               |      |      |      |
| Quantity of internal consumption/transfers  |               |      |      |      |
| Value <sup>3</sup> of internal consumption/transfers  |               |      |      |      |
| <b>Exports shipments:<sup>4</sup></b>   |               |      |      |      |
| Quantity of export shipments  |               |      |      |      |
| Value of export shipments   |               |      |      |      |
| <b>End-of-period inventories<sup>5</sup> (quantity)</b>   |               |      |      |      |
| <b>U.S. shipments to distributors (quantity)</b>  |               |      |      |      |
| <b>U.S. shipments to end users (quantity)</b>   |               |      |      |      |
| <sup>1</sup> Please identify sources:<br><hr/>  |               |      |      |      |
| <sup>2</sup> Identify the foreign producers, if known:<br><hr/>   |               |      |      |      |
| <sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:<br><hr/>               |               |      |      |      |
| <sup>4</sup> Identify your principal export markets:<br><hr/>   |               |      |      |      |
| <sup>5</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?<br><input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ |               |      |      |      |

**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-8. **ALLOY MAGNESIUM (NOT MEETING ASTM SPECIFICATIONS FOR ALLOY MAGNESIUM)**-- Report your firm's imports and your firm's shipments and inventories of **alloy magnesium** imported by your firm during the specified periods. (See definitions in the instruction booklet.) Report separately for each country listed on page 1 of the questionnaire and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

☐

China

☐

Russia

☐All other sources combined<sup>1</sup>

| (Quantity in metric tons, value in \$1,000)   |               |      |      |      |
|---|---------------|------|------|------|
| Item  | Calendar year |      |      |      |
|   | 2000          | 2001 | 2002 | 2003 |
| <b>Beginning-of-period inventories</b> (quantity)   |               |      |      |      |
| <b>Imports:</b> <sup>2</sup>  |               |      |      |      |
| Quantity of imports   |               |      |      |      |
| Value of imports  |               |      |      |      |
| <b>U.S. shipments:</b>  |               |      |      |      |
| <b>Commercial shipments:</b>  |               |      |      |      |
| Quantity of commercial shipments  |               |      |      |      |
| Value of commercial shipments   |               |      |      |      |
| <b>Internal consumption/company transfers:</b>  |               |      |      |      |
| Quantity of internal consumption/transfers  |               |      |      |      |
| Value <sup>3</sup> of internal consumption/transfers  |               |      |      |      |
| <b>Exports shipments:</b> <sup>4</sup>  |               |      |      |      |
| Quantity of export shipments  |               |      |      |      |
| Value of export shipments   |               |      |      |      |
| <b>End-of-period inventories</b> <sup>5</sup> (quantity)  |               |      |      |      |
| <b>U.S. shipments to distributors</b> (quantity)  |               |      |      |      |
| <b>U.S. shipments to end users</b> (quantity)   |               |      |      |      |
| <sup>1</sup> Please identify sources:<br><hr/>  |               |      |      |      |
| <sup>2</sup> Identify the foreign producers, if known:<br><hr/>   |               |      |      |      |
| <sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:<br><hr/>               |               |      |      |      |
| <sup>4</sup> Identify your principal export markets:<br><hr/>   |               |      |      |      |
| <sup>5</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?<br><input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ |               |      |      |      |



**PART II.--TRADE AND RELATED INFORMATION—Continued**

II-9. **SHIPMENTS BY TYPE.**--Please report your firm's commercial U.S. shipments of magnesium by type and form during the specified period. (See definitions in the instruction booklet.)

| (Quantity in metric tons)   |      |
|---|------|
| Item  | 2003 |
| <b>PRIMARY MAGNESIUM:</b>   |      |
| <b>Ingot:</b>   |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |
| <b>Granule:</b>   |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |
| <b>Total:</b>   |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |
| <b>SECONDARY MAGNESIUM:</b>   |      |
| <b>Ingot:</b>   |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |
| <b>Granule:</b>   |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |
| <b>Total:</b>   |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |

**PART II.--TRADE AND RELATED INFORMATION—Continued**

II-10. **SHIPMENTS TO END USERS.**--Please report your firm's commercial U.S. shipments of magnesium to end users of magnesium by product type and form during the specified period. (See definitions in the instruction booklet.)

| <b>(Quantity in metric tons)</b>  |             |
|---|-------------|
| <b>Item</b>   | <b>2003</b> |
| <b>SHIPMENTS TO ALUMINUM MANUFACTURERS:</b>                                     |             |
| Ultra-pure magnesium  |             |
| Commodity-grade pure magnesium  |             |
| Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)       |             |
| Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)   |             |
| Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)     |             |
| Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium) |             |
| <b>SHIPMENTS TO MAGNESIUM GRANULE PRODUCERS:</b>                                |             |
| Ultra-pure magnesium  |             |
| Commodity-grade pure magnesium  |             |
| Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)       |             |
| Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)   |             |
| Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)     |             |
| Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium) |             |
| <b>SHIPMENTS TO DIECASTERS:</b>   |             |
| Ultra-pure magnesium  |             |
| Commodity-grade pure magnesium  |             |
| Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)       |             |
| Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)   |             |
| Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)     |             |
| Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium) |             |
| <b>SHIPMENTS FOR IRON AND STEEL DESULFURIZATION:</b>                            |             |
| Ultra-pure magnesium  |             |
| Commodity-grade pure magnesium  |             |
| Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)       |             |
| Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)   |             |
| Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)     |             |
| Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium) |             |
| <b>SHIPMENTS TO OTHERS (SPECIFY):</b>   |             |
| Ultra-pure magnesium  |             |
| Commodity-grade pure magnesium  |             |
| Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)       |             |
| Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)   |             |
| Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)     |             |
| Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium) |             |

**PART IV.--PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from **John Benedetto** (202-205-3270 or john.benedetto@usitc.gov).

- III-1. Who should be contacted regarding the requested pricing information?  
Identify the person who actually prepared, or is thoroughly familiar with this response.

|                                |  |
|--------------------------------|--|
| _____<br><i>Name</i>           | _____<br><i>Title</i>                    |
| _____<br><i>Phone number</i>   | _____<br><i>Fax number</i>               |
| _____<br><i>E-mail address</i> | _____<br><i>Best hours to be reached</i> |

**Section IV-A.--PRICE DATA**

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from China and Russia during January 2001-December 2003:

| <b>Product</b>   | <b>Description</b>  |
|------------------|---|
| <b>Product 1</b> | Pure magnesium ingots containing at least 99.8 percent magnesium but less than 99.95 percent magnesium.   |
| <b>Product 2</b> | Alloy magnesium ingots containing less than 99.8 percent magnesium sold to aluminum alloyers and meeting ASTM specifications for alloy magnesium.     |
| <b>Product 3</b> | Alloy magnesium ingots containing less than 99.8 percent magnesium sold to aluminum alloyers and not meeting ASTM specifications for alloy magnesium. |
| <b>Product 4</b> | Alloy magnesium ingots containing less than 99.8 percent magnesium sold to die casters and meeting ASTM specifications for alloy magnesium            |

Please note that total dollar values should be on a delivered basis (i.e., includes U.S. inland transportation costs paid by the seller). Total dollar values should reflect the **FINAL NET** amount paid to you (i.e., should be net of all deductions for discounts, allowances, rebates, and the value of returned goods). See instruction booklet.

**PART IV.--PRICING AND RELATED INFORMATION—Continued****Section IV-A.--PRICE DATA--Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> produced and sold by your firm.

☐

China

☐

Russia

Product 1 ☐Product 2 ☐Product 3 ☐Product 4 ☐

| (Quantity in metric tons, value in dollars)  |          |                              |
|--|----------|------------------------------|
| Period of shipment   | Quantity | Delivered value <sup>2</sup> |
| <b>2001:</b>   |          |                              |
| January-March  |          |                              |
| April-June   |          |                              |
| June-September   |          |                              |
| October-December   |          |                              |
| <b>2002:</b>   |          |                              |
| January-March  |          |                              |
| April-June   |          |                              |
| June-September   |          |                              |
| October-December   |          |                              |
| <b>2003:</b>   |          |                              |
| January-March  |          |                              |
| April-June   |          |                              |
| June-September   |          |                              |
| October-December   |          |                              |
| <sup>1</sup> Please provide a list of product specifications (ASTM or otherwise) for the products for which you have provided data above:<br><hr/> <hr/> |          |                              |
| <sup>2</sup> Delivered values less all discounts, allowances, rebates, and the value of returned goods.  |          |                              |

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-1. Please describe how your firm determines the prices that it charges for sales of magnesium (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.)

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IV-B-3. What are your firm's typical sales terms for its subject imported magnesium (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic magnesium usually quoted (e.g., f.o.b. warehouse, or delivered)?

IV-B-4. Approximately what share of your firm's sales of its subject imported magnesium in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

| Type of sale         | Share of sales (percent) |
|----------------------|--------------------------|
| Long-term contracts  |                          |
| Short-term contracts |                          |
| Spot sales           |                          |

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) How often are prices renegotiated during the contract period? \_\_\_\_\_
- (d) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (e) Does the contract have a meet or release provision? \_\_\_\_\_
- (f) How often are meet or release provisions invoked? \_\_\_\_\_

**PART IV.--PRICING AND RELATED INFORMATION--Continued****Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) What is the average duration of a contract?

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(b) Can prices be renegotiated during the contract period?

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(c) How often are prices renegotiated during the contract period?

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(d) Does the contract fix quantity, price, or both?

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(e) Does the contract have a meet or release provision?

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(f) How often are meet or release provisions invoked?

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IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your subject imported magnesium?

| Source            | Share of 2003 sales | Lead time |
|-------------------|---------------------|-----------|
| From inventory    |                     |           |
| Produced to order |                     |           |
| Total             |                     |           |

IV-B-8. (a) What is the approximate percentage of the total delivered cost of magnesium that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

(b) Who generally arranges the transportation to your customers' locations?

Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's subject imported magnesium?

☐ Northeast

☐ Mid-Atlantic

☐ Midwest

☐ Southeast

☐ Southwest

☐ Rocky Mountains

☐ West coast

☐ Northwest

☐ National

☐ Other (describe):

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**PART IV.--PRICING AND RELATED INFORMATION--Continued****Section IV-B.--PRICE-RELATED QUESTIONS—Continued**

**Note.--If your responses in this section regarding alloy magnesium differ based on whether or not the product meets ASTM specifications for alloy magnesium, please so indicate.**

- IV-B-10. Describe the end uses of the **pure magnesium** that you import from China or Russia. For each end-use product, approximately what percentage of the total cost is accounted for by magnesium?

| End use | Share of total cost accounted for by magnesium (percent) |
|---------|--|
|         |  |
|         |  |
|         |  |

Describe the end uses of the **alloy magnesium** that you import from China or Russia. For each end-use product, approximately what percentage of the total cost is accounted for by magnesium?

| End use | Share of total cost accounted for by magnesium (percent) |
|---------|--|
|         |  |
|         |  |
|         |  |

- IV-B-11. (a) Please list in order of importance any products that may be substituted for magnesium.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

- (b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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- (c) Have changes in the prices of these products affected the price for magnesium?

☐ No      ☐ Yes— To what degree do changes in their prices affect the price for magnesium? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of magnesium or final end use?

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-12. How has the demand within the United States (and outside the United States if known) for magnesium changed since January 1, 2000? What principal factors affect changes in demand?

☐

Increased

☐

Unchanged

☐

Decreased

Pure magnesium:

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Alloy magnesium:

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IV-B-13. Have there been any significant changes in the product range or marketing of magnesium since January 1, 2000?

☐

No

☐

Yes— Please describe.

Pure magnesium:

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Alloy magnesium:

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**PART IV.--PRICING AND RELATED INFORMATION--Continued****Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-14. Is magnesium produced in the United States and in other countries interchangeable (i.e., can it physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “O” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

| Country-pair   | United States | China | Russia | Other countries |
|--|---------------|-------|--------|-----------------|
| United States  |               |       |        |                 |
| China  |               |       |        |                 |
| Russia   |               |       |        |                 |
| <sup>1</sup> For any country-pair producing magnesium which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:<br><hr/> <hr/> <hr/> <hr/> <hr/> |               |       |        |                 |

IV-B-15. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between magnesium produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using “A” to indicate that such differences are *always* significant, “F” to indicate that such differences are *frequently* significant, “S” to indicate that such differences are *sometimes* significant, “N” to indicate that such differences are *never* significant, and “O” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

| Country-pair  | United States | China | Russia | Other countries |
|---|---------------|-------|--------|-----------------|
| United States   |               |       |        |                 |
| China   |               |       |        |                 |
| Russia  |               |       |        |                 |
| <sup>1</sup> For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of magnesium, identify the country-pair and report the advantages or disadvantages imparted by such factors:<br><hr/> <hr/> <hr/> <hr/> <hr/> |               |       |        |                 |

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-16. Do your sales of pure magnesium compete with alloy magnesium? If so, is this competing alloy magnesium (a) U.S. production (b) imported from China and/or Russia (c) imported from other countries? Please provide any documentation or further detail that you think would be helpful.

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IV-B-17. Do your sales of alloy magnesium compete with pure magnesium? If so, is this competing pure magnesium (a) U.S. production (b) imported from China and/or Russia (c) imported from other countries? Please provide any documentation or further detail that you think would be helpful.

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**PART IV.--PRICING AND RELATED INFORMATION--Continued****Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 5 largest customers for **pure magnesium** from China and Russia during 2000-2003. Please also provide the name and telephone number of a contact person and the estimated share of the quantity of your firm's total shipments of magnesium that each of these customers accounted for in 2003.

| No. | Customer's name | Street address (not P.O. box),<br>state, and zip | Contact person | Area code and<br>phone number | Share of<br>2003 sales<br>(percent) |
|-----|-----------------|--|----------------|-------------------------------|-------------------------------------|
| 1   |                 |  |                |                               |                                     |
| 2   |                 |  |                |                               |                                     |
| 3   |                 |  |                |                               |                                     |
| 4   |                 |  |                |                               |                                     |
| 5   |                 |  |                |                               |                                     |

Please identify below the names and addresses of your firm's 5 largest customers for **alloy magnesium** from China and Russia during 2000-2003. Please also provide the name and telephone number of a contact person and the estimated share of the quantity of your firm's total shipments of magnesium that each of these customers accounted for in 2003.

| No. | Customer's name | Street address (not P.O. box),<br>state, and zip | Contact person | Area code and<br>phone number | Share of<br>2003 sales<br>(percent) |
|-----|-----------------|--|----------------|-------------------------------|-------------------------------------|
| 1   |                 |  |                |                               |                                     |
| 2   |                 |  |                |                               |                                     |
| 3   |                 |  |                |                               |                                     |
| 4   |                 |  |                |                               |                                     |
| 5   |                 |  |                |                               |                                     |